A3540-1,54

7/89

College Placement Council, Inc. 62 Highland Avenue / Bethlehem, PA 18017

CPC Salary Survey

REGIONAL Report No. 5 July 1989

SOUTHERN REGION (SCPA)

Alabama A&M University
University of Alabama
University of Alabama-Engineering
University of Alabama-Birmingham
Auburn University
Augusta College
Bellarmine College
Berry College
Catawba College
University of Central Florida
Centre College
The Citadel, Military College of South Carolina
Clemson University
Duke University
Duke University-Fuqua School of Business
Eastern Kentucky University
East Tennessee State University
Elon College
Emory University-Business
Florida Atlantic University
Florida State University
University of Florida
Georgia College
Georgia Institute of Technology
Georgia Southern College
Georgia Southwestern College
Georgia State University
University of Georgia
Hampton University
Jacksonville University
University of Kentucky
Louisiana College
Louisiana State University
University of Louisville
Mars Hill College
Mary Washington College
Memphis State University
Middle Tennessee State University
Millsaps College
Mississippi State University
University of Mississippi
Morehead State University
Morris College
North Carolina A&T State University
North Carolina Central University
North Carolina State University - Textiles
University of North Carolina - Asheville
University of North Carolina - Chapel Hill
University of North Carolina - Greensboro
Northeast Louisiana University
Northern Kentucky University
University of North Florida
Oglethorpe University
Old Dominion University
Presbyterian College
Queens College
Randolph-Macon Woman's College
Rollins College
University of South Alabama
University of South Carolina
University of South Carolina-Aiken
Southern College of Technology
University of Southern Mississippi
University of South Florida
Spring Hill College
Tennessee Tech University
University of Tennessee - Chattanooga
University of Tennessee - Knoxville
Tulane University
Valdosta State College
Vanderbilt University
Vanderbilt Unviersity - Owen Graduate School of Management
Virginia Tech & State University
University of Virginia
Wake Forest University
Wake Forest University - Babcock Graduate School of Management
Western Carolina University
Western Kentucky University
College of William & Mary
Winthrop College
Wofford College
Xavier University of Louisiana

The career planning & placement offices that participate in the Salary Survey are divided into seven geographic regions. The participants listed above comprise the **Southern** Region.

The data are based on salary offers made to students graduating between September 1, 1988, and August 31, 1989. Tables on pages 1 through 8 list data on both regional and national levels for the interim period (May 1, 1989, through June 5, 1989) and cumulatively (September 1, 1988, and June 5, 1989).

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ISSN 0196-1004

SCPA REGIONAL Report No. 5 JULY 1989

(Data Combined for Men and Women)

BACHELOR'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 5/4/89 THROUGH 6/5/89							CUMULATIVE PERIOD 9/1/88 THROUGH 6/5/89						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
ACCOUNTING	262	1536	$25088	$25409	$29000	$25690	$20500	686	5444	$24872	$25290	$29500	$25040	$19600
BUSINESS ADMIN (INCL MGMT	100	586	21309	22273	26000	21250	17500	189	1411	21135	22274	25300	21000	16800
DISTRIBUTION MANAGEMENT	+	29	+	24576				2	82	16750	24447	*	*	*
ECONOM & FINANCE (BANKING	165	1030	23166	25106	29500	23000	18500	288	2160	22570	24649	28000	22000	18000
HOTEL/RESTAURANT MGMT.	4	18	19500	20617	*	*	*	4	124	19500	19859	*	*	*
HUMAN RSRCS (incl LABOR R	18	53	23161	24619	*	*	*	40	136	22211	23035	27000	21969	18000
MANAGEMENT INFO SYSTEMS	16	138	23554	26572	*	*	*	57	514	27109	26861	31000	29000	20000
MARKETING/MARK MGMT (RESR	113	678	21144	22744	26000	20500	16500	203	1605	21181	22523	27000	21000	16000
REAL ESTATE	1	4	25000	23900	*	*	*	2	20	22000	23571	*	*	*
COMMUNICATIONS														
ADVERTISING	10	40	20810	19900	*	*	*	18	75	19101	19367	*	*	*
COMMUNICATIONS	20	107	19270	20852	22000	19700	16000	39	298	19851	20761	23000	20000	17000
JOURNALISM	4	57	19500	20374	*	*	*	10	119	19160	19595	*	*	*
TELECOMMUN/BROADCASTING	4	36	19969	19634	*	*	*	6	54	20396	19239	*	*	*
EDUCATION														
ELEMENTARY EDUCATION	23	200	20069	18538	22000	20000	18900	78	383	19874	18578	23000	20000	17000
PRE-ELEMENTARY EDUCATION	+	1	+	13700				1	10	19773	16203	*	*	*
PHYSICAL EDUCATION	2	18	20500	20225	*	*	*	2	35	20500	19309	*	*	*
SPECIAL EDUCATION	8	38	19262	20014	*	*	*	10	88	20031	19879	*	*	*
HOME ECONOMICS														
HUMAN ECOLOGY (HOME ECONO	1	5	10400	21760	*	*	*	7	24	16707	18655	*	*	*
TEXTILES & CLOTHING	12	62	21867	20573	*	*	*	12	98	21867	19944	*	*	*
MERCHANDISING MANAGEMENT	10	26	19670	19019	*	*	*	13	50	19515	19458	*	*	*
HUMANITIES														
FOREIGN LANGUAGES	10	24	21190	20269	*	*	*	23	55	20835	20666	24500	20000	16800
LETTERS (incl English, Li	20	100	19946	20817	24000	20750	16000	34	189	18745	20348	22800	19209	14000
VISUAL & PERFORMING ARTS	8	46	17730	18526	*	*	*	9	77	17871	18099	*	*	*
HUMANITIES - OTHER	1	49	18500	23110	*	*	*	9	111	21928	23010	*	*	*
SOCIAL SCIENCES														
CRIMINAL JUSTICE	2	31	17750	19974	*	*	*	5	64	17840	20521	*	*	*
HISTORY	12	51	22438	21206	*	*	*	18	86	21553	21275	*	*	*
POLITICAL SCIENCE/GOVT	18	98	22568	22172	*	*	*	30	190	21145	22116	25000	20000	17000
PSYCHOLOGY	14	110	18581	19546	*	*	*	34	229	18079	19061	22000	18000	14737
SOCIOLOGY	7	47	18029	18136	*	*	*	17	86	17630	19021	*	*	*
SOCIAL SCIENCES-OTHER	4	30	18985	20229	*	*	*	17	96	18532	20205	*	*	*
ENGINEERING														
AEROSPACE & AERONAUTICAL	28	209	29715	29419	31200	30600	26640	48	433	29384	29424	31200	30600	25343
AGRICULTURAL	3	13	26333	27392	*	*	*	9	29	24685	25984	*	*	*
ARCHITECTURAL	+	12	+	26733				+	31	+	25871			
BIOENGINEERING & BIOMEDIC	+	10	+	28460				+	26	+	28135			
CHEMICAL	54	453	33107	33026	34300	33210	32400	167	1760	32812	32949	34560	33240	31000
CIVIL	44	450	27221	27350	32000	26772	21500	78	1085	26654	26735	32000	26150	21372
COMPUTER	24	263	28993	30710	32456	29952	25000	49	471	29890	30413	32456	30420	25675
ELECTRICAL/ELECTRONIC	159	1404	29537	30906	32700	30396	25000	293	3279	29740	30661	33000	30396	25200

continued

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

INTERIM PERIOD 5/4/89 THROUGH 6/5/89

CUMULATIVE PERIOD 9/1/88 THROUGH 6/5/89

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH
ENGINEERING (continued)														
INDUSTRIAL	50	301	$28786	$30009	$32000	$29280	$25000	93	746	$28078	$29812	$31500	$28380	$24000
MECHANICAL	183	1160	30616	30639	33000	30900	28200	346	3037	30449	30539	33120	30726	27500
METALLURGICAL	8	98	30795	30900	*	*	*	14	257	30240	30708	*	*	*
MINING (INCL GEOLOGICAL)	+	14	+	27360				+	32	+	26840			
NUCLEAR	1	23	32000	31561	*	*	*	1	53	32000	31281	*	*	*
PETROLEUM	+	17	+	32230				1	117	36600	32987	*	*	*
TEXTILE	43	43	26584	26584	31500	25500	24000	46	46	26633	26633	31500	25500	24000
ENGINEERING TECHNOLOGY	28	80	25203	28001	29500	25700	20000	64	389	26156	28310	31200	26196	21000
INDUSTRIAL TECHNOLOGY	2	28	24500	27006	*	*	*	15	84	24152	26652	*	*	*
AGRICULTURAL & NATURAL RESOURCES														
AGRIBUSINESS	5	14	26400	24643	*	*	*	6	49	25833	23177	*	*	*
ANIMAL SCIENCES	+	11	+	19696				2	23	17500	19381	*	*	*
PLANT SCIENCES	1	4	23000	21750	*	*	*	2	9	20750	20031	*	*	*
NATURAL RESOURCES	+	9	+	21032				+	13	+	21622			
OTHER AGRICULTURAL SCIENC	8	25	19374	22661	*	*	*	14	68	19415	21656	*	*	*
COMPUTER SCIENCE														
COMPUTER SCIENCE	56	417	27685	29004	31830	28250	23500	121	1215	26790	28557	32000	27500	20160
COMPUTER PROGRAMMING	11	34	27114	28287	*	*	*	28	118	27279	28711	32445	28050	22000
INFORMATION SCIENCES & SY	7	133	25006	27100	*	*	*	31	344	27098	26853	31500	27000	23500
SYSTEMS ANALYSIS	1	12	30300	29935	*	*	*	4	25	30950	29176	*	*	*
HEALTH SCIENCES														
ALLIED HEALTH	1	31	27000	25932	*	*	*	7	81	21811	24496	*	*	*
HEALTH SCIENCES	2	14	18440	21724	*	*	*	8	34	23854	20911	*	*	*
NURSING	23	140	24707	25280	30000	22984	20800	37	223	23180	24789	30000	22000	18000
PHARMACY	9	41	39820	35609	*	*	*	62	110	36945	35173	41000	41000	27664
SCIENCES														
ACTUARIAL	+	8	+	29575				+	32	+	30244			
ARCHITECTURAL & ENVIRONME	5	13	21200	23208	*	*	*	10	32	22740	23763	*	*	*
BIOLOGICAL	3	33	24459	21374	*	*	*	6	69	20434	20998	*	*	*
CHEMISTRY	5	52	29736	25295	*	*	*	12	133	27665	26698	*	*	*
GEOLOGY & GEOLOGICAL SCI	+	5	+	26499				1	19	25000	23724	*	*	*
MATHEMATICS	18	111	26625	27304	*	*	*	28	245	24934	26789	29948	25045	18710
PHYSICS	2	37	18142	29144	*	*	*	3	51	20761	28296	*	*	*
OTHER PHYSICAL & EARTH SC	1	5	25000	20945	*	*	*	2	15	26500	22829	*	*	*
TOTALS	1654	10975						3471	28696					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 5/4/89 THROUGH 6/5/89							CUMULATIVE PERIOD 9/1/88 THROUGH 6/5/89						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
FINANCE														
ACCOUNTING (PUBLIC)	211	1219	$26090	$26264	$29500	$26500	$23500	574	4492	$25661	$25765	$29500	$26000	$22000
ACCOUNTING (PRIVATE)	55	386	22499	23267	26700	22500	18000	106	1116	21740	23495	26400	21993	16872
COMMERCIAL BANKING (CNSMR	54	118	20718	21397	23000	21000	18000	110	250	20116	21466	23000	20000	18000
COMMERCIAL BANKING (LENDG	9	117	22611	23515	*	*	*	25	222	20062	23003	23000	20400	15996
INVESTMT BANKING (CORP FN	4	37	23750	27397	*	*	*	8	78	22438	27030	*	*	*
INVESTMT BANKNG (M & A)	+	14	+	31536				1	28	34200	29304	*	*	*
INVESTMT BANKG (REAL EST)	1	5	34000	31600	*	*	*	1	13	34000	25715	*	*	*
INVESTMT BANKG (SALES & T	2	14	20500	24965	*	*	*	4	32	19150	22882	*	*	*
FINANCIAL/TREASURY ANALYS	25	277	23916	26353	27500	24000	21000	56	638	23209	25780	28000	24000	17000
PORTFOLIO MGMT/BROKERAGE	15	42	25333	25540	*	*	*	19	89	25053	23789	*	*	*
UNDERWRITING	17	76	22902	22939	*	*	*	30	147	22928	21929	25000	23250	19500
MARKETING														
ADVERTISING	4	27	20400	18622	*	*	*	8	57	19525	19468	*	*	*
BRAND/PRODUCT MANAGEMENT	15	93	23034	24016	*	*	*	28	261	23290	23621	31500	21600	18000
BUYER/MERCHANDISING	11	240	17909	21708	*	*	*	27	481	19259	21952	22000	19000	15600
MARKET RESEARCH	6	53	26927	25802	*	*	*	11	133	24660	24526	*	*	*
SALES	151	807	22702	23377	28800	23400	16900	299	1830	22219	23153	28500	23000	16000
COMMUNICATIONS														
DESIGN/GRAPHIC ARTS	5	14	19773	18776	*	*	*	10	38	24447	21059	*	*	*
MEDIA PLANNING	+	7	+	21386				4	17	17144	20638	*	*	*
ON-AIR REPORTING	+	5	+	17100				+	8	+	16438			
PRODUCTION	2	21	27500	25002	*	*	*	6	46	26606	23701	*	*	*
PUBLIC RELATIONS	5	24	15929	20436	*	*	*	13	84	17167	20198	*	*	*
WRITING / EDITING	8	64	18432	21218	*	*	*	12	117	17671	19890	*	*	*
PUBLIC ADMINISTRATION														
EXECUTIVE, LEGISL, & GENL	7	19	17480	19380	*	*	*	10	42	18306	19205	*	*	*
FINANC,TAXA, MONETARY POL	11	22	23458	22722	*	*	*	19	59	22443	22186	*	*	*
ECONOMIC PROGRAMS	2	6	21500	23117	*	*	*	3	18	20600	20732	*	*	*
LAW ENFORCEMENT	2	22	16876	21058	*	*	*	6	56	17697	20918	*	*	*
MILITARY	17	58	21963	21947	*	*	*	21	130	21342	21625	23000	21000	20000
NATIONAL SECURITY	1	7	31200	28396	*	*	*	1	17	31200	25475	*	*	*
URBAN / REGIONAL PLANNING	+	7	+	21726				+	21	+	22589			
SOCIAL SERVICES														
ADMINISTRATION	9	39	19943	19089	*	*	*	14	129	18927	21085	*	*	*
COUNSELING	5	30	14048	17476	*	*	*	10	63	16515	17404	*	*	*
FUNDRAISING / DEVELOPMENT	+	3	+	15833				+	6	+	18983			
SOCIAL WORK	3	32	14417	16293	*	*	*	11	62	15235	16489	*	*	*
ENGINEERING														
BIOENGINEERING	1	12	24600	29914	*	*	*	2	56	25550	30776	*	*	*
DESIGN / CONSTRUCT	133	802	28724	28936	31500	30000	25000	200	2065	28402	28700	32000	29700	22458
ENVIRONMENTAL/SANITATION	7	90	27211	28880	*	*	*	10	227	27603	28622	*	*	*
MANUFACTURING/INDUSTRIAL	107	969	30256	30666	33600	30900	25343	241	2865	29656	30639	33420	30300	24600
SYSTEMS / PROGRAMMING	22	193	27336	30210	31200	27090	24000	46	452	28406	30219	32445	29140	24342
POWER SYSTEMS	38	176	29674	30140	32000	30450	25343	59	405	29405	30169	31920	30300	25343
SOFTWARE DESIGN & DEVELOP	13	201	28223	31253	*	*	*	25	494	29159	30503	32500	29900	25500

continued

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 5/4/89 THROUGH 6/5/89							CUMULATIVE PERIOD 9/1/88 THROUGH 6/5/89						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
HARDWARE DESIGN & DEVELOP	9	222	$30054	$31240	*	*	*	22	416	$30619	$30925	$32400	$31200	$28950
RESEARCH & DEVELOPMENT	52	367	29641	30768	$32500	$30600	$25000	105	954	30130	31002	33600	30900	25000
TESTING	21	190	26572	29485	30160	26000	25000	37	399	27538	29179	31185	27600	23000
PROCESS ENGINEERING	130	515	31123	31866	34000	32350	24500	248	1748	30725	32061	34300	32002	24342
OTHER ENGINEERING	37	582	30036	31098	32500	30300	28000	137	1212	30987	30854	33240	31000	28440
COMPUTER SCIENCE														
COMPUTER PROGRAMMING	67	372	26252	27754	32400	26400	21000	134	1039	26084	27559	32100	26950	19493
INFORMATION SYSTEMS	14	140	26543	27325	*	*	*	36	426	26676	27077	31000	27150	23500
SYSTEMS ANALYSIS & DESIGN	20	224	28651	27991	32143	29100	25243	37	568	27871	28220	32000	28900	24000
OTHER FUNCTIONAL CATEGORIES														
ACTUARIAL	3	34	27358	29319	*	*	*	3	88	27358	28714	*	*	*
AGRICULTURE/NAT'L RESOURC	12	43	23830	22470	*	*	*	19	106	21820	21763	*	*	*
ARCHITECTURE	2	9	17500	21856	*	*	*	3	33	17333	23041	*	*	*
CONSULTING	22	385	28721	28388	34000	27790	25000	99	970	28732	28157	31500	29000	25000
HUMAN RESRCS /INDUS RELS	12	67	22426	23238	*	*	*	23	175	22640	22531	30000	20000	18000
MANAGEMENT TRAINEE	195	842	21528	22290	26000	20800	18000	303	1959	21066	22148	26000	20500	17500
MATH/STATISTICIANS	3	13	28144	27376	*	*	*	9	42	22542	26141	*	*	*
NURSES / PERSONAL CARE	23	137	24707	25268	30000	22984	20800	38	223	23622	24831	30000	22440	18000
OTHER HEALTH RELATED (EX	12	96	34388	28718	*	*	*	77	259	33929	27725	41000	38000	23950
PARALEGAL	4	20	22500	19001	*	*	*	4	26	22500	19632	*	*	*
PERFORMING ARTS (ENTERTAI	+	7	+	14948				+	10	+	14964			
RESEARCHERS NON-TECHNICAL	+	14	+	21228				+	31	+	22746			
RESEARCHERS - TECHNICAL	+	27	+	21634				+	46	+	20949			
TEACHING	38	321	19905	19014	22000	20000	18000	107	622	19790	18909	23000	20000	17000
TOTALS	1654	10975						3471	28696					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 5/4/89 THROUGH 6/5/89							CUMULATIVE PERIOD 9/1/88 THROUGH 6/5/89						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
ACCOUNTING	43	101	$30220	$29727	$33000	$31000	$26400	126	348	$29963	$28874	$33000	$30996	$26000
MBA--NON-TECH	55	274	35047	34484	40020	32000	28200	127	645	32088	33903	39600	30000	25500
MBA--TECH	11	84	40282	39425	*	*	*	21	180	38394	38847	41000	38400	31200
MS-BUSINESS	+	29	+	35031				6	48	25417	32979	*	*	*
DISTRIBUTION MANAGEMENT	+	+	+	+				+	1	+	30900			
ECONOMICS & FINANCE (BANK	7	113	27471	34120	*	*	*	10	165	28010	34661	*	*	*
HOTEL/RESTAURANT MNGMT	+	+	+	+				+	+	+	+			
HUMAN RESOURCES (INCL LAB	+	18	+	32943				2	31	27200	31883	*	*	*
MANAGEMENT INFORMATION SY	+	14	+	35487				5	38	29440	31865	*	*	*
MARKETING/MKTNG MGT (RESE	+	43	+	35591				2	60	25750	34462	*	*	*
MERCHANDISING MANAGEMENT	+	+	+	+				+	1	+	21000			
COMMUNICATIONS														
ADVERTISING	+	+	+	+				+	+	+	+			
COMMUNICATIONS	+	+	+	+				+	3	+	26000			
JOURNALISM	1	3	22800	23267	*	*	*	2	4	22600	23050	*	*	*
EDUCATION														
EDUCATION ADMINISTRATION	+	7	+	25748				3	12	21767	23878	*	*	*
ELEMENTARY EDUCATION	+	6	+	18617				+	17	+	21694			
PHYSICAL EDUCATION	+	+	+	+				+	1	+	12000			
READING EDUCATION	+	1	+	16380				+	1	+	16380			
SPECIAL EDUCATION	+	10	+	22347				1	16	20000	21823	*	*	*
HUMANITIES														
FOREIGN LANGUAGES	+	2	+	18054				+	2	+	18054			
LETTERS	+	5	+	25200				+	5	+	25200			
VISUAL & PERFORMING ARTS	+	10	+	21123				+	14	+	19945			
HUMANITIES - OTHER	+	1	+	40000				+	1	+	40000			
SOCIAL SCIENCES														
CRIMINAL JUSTICE	+	+	+	+				+	+	+	+			
HISTORY	+	2	+	19100				+	4	+	19482			
POLITICAL SCIENCE / GOVT	+	+	+	+				+	5	+	28541			
PSYCHOLOGY	+	9	+	22211				+	18	+	23717			
SOCIOLOGY	+	3	+	27000				1	5	22000	24272	*	*	*
SOCIAL SCIENCES - OTHER	1	5	24096	25140	*	*	*	1	9	24096	23060	*	*	*

continued

SWPA REGIONAL Report No. 5 JULY 1989
(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 5/4/89 THROUGH 6/5/89							CUMULATIVE PERIOD 9/1/88 THROUGH 6/5/89						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING														
AEROSPACE & AERONAUTICAL	4	50	$30896	$34174	*	*	*	9	70	$32605	$34115	*	*	*
AGRICULTURAL	+	+	+	+				+	+	+	+			
BIOENGINEERING & BIOMEDIC	+	6	+	35283				2	11	34766	34930	*	*	*
CHEMICAL	+	51	+	36476				12	145	35598	36131	*	*	*
CIVIL	6	77	31853	31111	*	*	*	23	154	32249	30723	$35000	$32000	$29120
COMPUTER	+	25	+	37408				2	79	31200	37183	*	*	*
ELECTRICAL/ELECTRONIC	29	221	36783	36609	$38500	$37048	$34424	75	505	37603	36435	41200	37200	33500
INDUSTRIAL	1	29	32500	34286	*	*	*	5	74	33420	34576	*	*	*
MECHANICAL	23	186	34628	35265	37000	34800	32000	45	388	36210	35260	43940	35040	30396
METALLURGICAL	+	30	+	35141				+	66	+	34923			
MINING & MINERAL	+	6	+	31967				1	12	32000	31612	*	*	*
NUCLEAR	1	6	27840	33670	*	*	*	1	9	27840	34024	*	*	*
PETROLEUM	+	+	+	+				18	23	39780	38475	*	*	*
TEXTILE	+	+	+	+				+	+	+	+			
HEALTH SCIENCES														
ALLIED HEALTH	+	12	+	28226				+	19	+	28016			
HEALTH SCIENCES	+	7	+	21929				1	14	24000	21883	*	*	*
NURSING	+	6	+	25940				+	7	+	25806			
SCIENCES														
AGRICULTURAL & NATL RESOU	+	1	+	26000				+	3	+	23600			
ARCHITECTURAL & ENVIRONME	+	1	+	23000				+	2	+	23500			
BIOLOGICAL	+	3	+	28105				+	5	+	25063			
CHEMISTRY	+	12	+	31162				1	36	32700	32157	*	*	*
COMPUTER SCIENCE														
COMPUTER SCIENCE	7	84	33909	35754	*	*	*	17	188	33382	35823	*	*	*
SCIENCES														
GEOLOGY & RELATED GEOLOGI	2	24	33456	30262	*	*	*	8	58	32414	30473	*	*	*
MATHEMATICS (INCL ACTUARI	+	10	+	31338				1	25	30000	31498	*	*	*
PHYSICS	+	5	+	29929				+	10	+	29889			
POLYMER	+	+	+	+				+	6	+	34137			
TOTALS	191	1592						528	3543					

Master's Degree Candidates - Experience[1]

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 5/4/89 THROUGH 6/5/89							CUMULATIVE PERIOD 9/1/88 THROUGH 6/5/89						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
OVER 1 TO 2 YEARS														
MBA--NON-TECH	27	149	$35785	$40921	$45000	$35000	$29000	83	438	$38521	$42419	$52000	$36000	$28000
MBA--TECH	7	40	39464	40925	*	*	*	26	129	40221	44590	50000	42000	29500
OVER 2 TO 4 YEARS														
MBA--NON-TECH	18	170	39600	42981	*	*	*	87	499	43254	43883	54000	45000	35000
MBA--TECH	5	75	46508	48935	*	*	*	34	240	46318	47967	55000	45000	36240
OVER 4 YEARS														
MBA--NON-TECH	13	110	40538	44152	*	*	*	57	401	44318	44549	55000	43000	34000
MBA--TECH	7	46	50086	49738	*	*	*	28	176	43576	49024	55000	41750	35000
TOTALS	77	590						315	1883					

1 Years of previous full-time, nonmilitary employment
* Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

DOCTORAL DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 5/4/89 THROUGH 6/5/89							CUMULATIVE PERIOD 9/1/88 THROUGH 6/5/89						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
BUSINESS ADMIN & MNGMT.	+	3	+	$50333				+	3	+	$50333			
COMPUTER & INFOR SCIENCES	+	13	+	51137				+	16	+	50049			
EDUCATION														
EDUCATION ADMINISTRATION	1	7	$38000	43643	*	*	*	3	14	$35833	40221	*	*	*
HUMANITIES & SOCIAL SCIENCES														
ECONOMICS	+	+	+	+				+	+	+	+			
ENGLISH	+	2	+	26000				1	4	26000	24500	*	*	*
FOREIGN LANGUAGES	+	+	+	+				1	1	26000	26000	*	*	*
PSYCHOLOGY	+	7	+	32593				+	10	+	33615			
SOCIOLOGY	+	1	+	27000				+	1	+	27000			
ENGINEERING														
AEROSPACE	+	1	+	50000				+	9	+	50776			
CHEMICAL	+	65	+	48075				14	157	49024	47853	*	*	*
CIVIL	+	2	+	35000				2	7	31200	37214	*	*	*
COMPUTER	+	3	+	53967				+	5	+	53380			
ELECTRICAL/ELECTRONIC	+	23	+	50034				4	45	36000	48666	*	*	*
MECHANICAL	+	10	+	45810				+	15	+	45893			
METALLURGICAL	+	2	+	44100				2	17	51120	49214	*	*	*
SCIENCES														
AGRICULTURE & NAT'L RESRC	+	1	+	30000				+	2	+	36700			
BIOLOGICAL	+	+	+	+				+	+	+	+			
CHEMISTRY	+	50	+	42469				18	157	44807	43215	*	*	*
GEOLOGICAL SCIENCES	+	4	+	33650				+	9	+	34108			
MATHEMATICS	+	4	+	37500				+	4	+	37500			
PHYSICS	+	2	+	42000				+	18	+	42632			
POLYMER	+	5	+	43954				+	13	+	44213			
TOTALS	1	205						45	507					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

AVERAGE SALARY OFFERS JULY 1989 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 6/5/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	FINANCE
ACCOUNTING	25780 535 35200/22000			20957 14	14200 1	22000 1	21667 3	27000 4	18641 3
BUSINESS ADMIN (INCL MGMT	22700 5	18000 1		20944 32 30000/18500	22500 3	26900 1	23162 4	23125 4	18833 3
ECONOM & FINANCE (BANKING	27160 25 29500/25500	22500 1	16000 1	20785 89 32000/18000	20417 6		24320 5	27975 12	20978 23 30000/15000
HUMAN RSRCS (incl LABOR R				20750 2			27000 2		
MANAGEMENT INFO SYSTEMS	29625 28 33500/29000			25740 1		27700 1	23600 7	29000 2	
MARKETING/MARK MGMT (RESR	28000 1			19238 9	20000 3	25533 3	20938 8	27500 1	15000 1
REAL ESTATE									19000 1
ADVERTISING		21000 1				16207 3	19000 1		
COMMUNICATIONS				20617 6		20167 3	16000 1		
JOURNALISM		19000 2				15600 1			20000 1
TELECOMMUN/BROADCASTING						13000 1			
HUMAN ECOLOGY (HOME ECONO									18300 1
FOREIGN LANGUAGES	22800 1			21333 3			24600 1		
LETTERS (incl English, Li				18867 3			18300 1		15300 2
VISUAL & PERFORMING ARTS		18500 1	13000 1						
HUMANITIES - OTHER	31550 2			21000 2					
HISTORY				22250 4			27000 1		
POLITICAL SCIENCE/GOVT				19375 4	30000 1		24000 1		20000 1
PSYCHOLOGY				19667 3		18000 1		17500 1	
SOCIOLOGY				16450 4					
SOCIAL SCIENCES-OTHER				18717 6					
AEROSPACE & AERONAUTICAL				18200 1					
CIVIL			23532 5					25475 8	

AVERAGE SALARY OFFERS JULY 1989 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 6/5/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	FINANCE
COMPUTER	31286 7					33800 1	29426 4	28750 2	
ELECTRICAL/ELECTRONIC	31500 1					30400 7	30480 2	29800 4	
INDUSTRIAL	28278 9			27000 1			28933 3	29896 9	
MECHANICAL	28000 1		29928 5			32000 1	28950 2	27667 3	
ENGINEERING TECHNOLOGY						33048 2	24833 3	28779 5	
COMPUTER SCIENCE	27750 6			25667 3		32600 1	25812 23 31500/23500	29125 4	22617 2
COMPUTER PROGRAMMING	24000 1			25500 2		28500 1	29304 11	24625 4	
INFORMATION SCIENCES & SY				25000 1		28900 1	23950 4		27000 1
SYSTEMS ANALYSIS							31000 1	31250 2	
ARCHITECTURAL & ENVIRONME			17333 3						
BIOLOGICAL									25000 1
MATHEMATICS							24067 3	25000 1	19000 1
PHYSICS							26000 1		

AVERAGE SALARY OFFERS JULY 1989 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 6/5/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING	REAL ESTATE
ACCOUNTING	19750 2		21450 8		20945 9	30000 2		25750 2	20000 2
BUSINESS ADMIN (INCL MGMT	17500 1	25000 1	22740 10	21000 1	19237 43 26000/16000	19579 3		19500 2	21500 1
ECONOM & FINANCE (BANKING	25000 1	22500 1	24103 26 30000/18000		19506 32 24000/17000			21500 2	22040 5
HOTEL/RESTAURANT MGMT.		19500 4							
HUMAN RSRCS (incl LABOR R		20500 2	22500 12		18629 7				
MANAGEMENT INFO SYSTEMS			24000 1		19750 4				
MARKETING/MARK MGMT (RESR	19500 4	19000 2	21462 13		19306 60 28600/17000	18300 2		22000 2	14740 2
REAL ESTATE			25000 1						
ADVERTISING	12000 1				18933 6				
COMMUNICATIONS			12000 1		19769 16			15600 2	
JOURNALISM					15750 2			18500 1	
ELEMENTARY EDUCATION									25000 1
SPECIAL EDUCATION					16640 1				
HUMAN ECOLOGY (HOME ECONO					20000 1				10400 1
TEXTILES & CLOTHING					19483 6				
MERCHANDISING MANAGEMENT					19515 13				
FOREIGN LANGUAGES			24250 2		17250 3				
LETTERS (incl English, Li					19883 6			14806 3	
VISUAL & PERFORMING ARTS									17000 2
HUMANITIES - OTHER			22680 1		12000 1				
CRIMINAL JUSTICE			20000 1						
HISTORY			24000 1	16000 1	18750 2				
POLITICAL SCIENCE/GOVT		18500 1	22360 1	26500 2	18900 6	20000 1			

AVERAGE SALARY OFFERS JULY 1989 SCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 6/5/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING	REAL ESTATE
PSYCHOLOGY			22000 2		19056 9	18000 1			
SOCIOLOGY		17500 1	23500 2		18640 5				
SOCIAL SCIENCES-OTHER					18500 2				
AGRICULTURAL				26500 1					
ELECTRICAL/ELECTRONIC					25000 1			35360 1	
MECHANICAL			30500 1						
TEXTILE			22000 1						
ENGINEERING TECHNOLOGY					21500 2				
AGRIBUSINESS	40000 1				17000 1				
PLANT SCIENCES		23000 1							
COMPUTER SCIENCE			20457 3		23667 3		19000 1		
COMPUTER PROGRAMMING					20000 1				
INFORMATION SCIENCES & SY			25000 1						
PHARMACY					40753 39 43500/40000				
BIOLOGICAL					12000 1				
MATHEMATICS			22738 2			28000 1			
OTHER PHYSICAL & EARTH SC			25000 1						

AVERAGE SALARY OFFERS JULY 1989 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 6/5/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	OTHER SERVICE	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
ACCOUNTING		20550 2	21125 4	16500 4	15012 3	20879 9	19794 33 24000/17880	24000 1	14000 2
BUSINESS ADMIN (INCL MGMT		21623 7	22100 2	21160 5	27000 1	19157 7	20000 1	19000 1	14567 3
DISTRIBUTION MANAGEMENT		17500 1		16000 1					
ECONOM & FINANCE (BANKING		18725 4	24000 1	18500 1		20738 8		22000 1	
HUMAN RSRCS (incl LABOR R						27000 1		18500 1	
MANAGEMENT INFO SYSTEMS		24400 3	28088 3	24000 1			19200 1		
MARKETING/MARK MGMT (RESR		23760 7	28500 1	15307 6		16839 3		22500 1	18934 3
ADVERTISING		23000 1		20250 2					
COMMUNICATIONS				17000 1		22000 1			
JOURNALISM					18000 1				
TELECOMMUN/BROADCASTING				28000 1					
ELEMENTARY EDUCATION					19762 75 26600/17000		20000 1		
PRE-ELEMENTARY EDUCATION					19773 1				
PHYSICAL EDUCATION					20500 2				
SPECIAL EDUCATION					20952 7		20000 1		
HUMAN ECOLOGY (HOME ECONO							19250 2		
FOREIGN LANGUAGES					18150 3	20867 3	16600 1		
LETTERS (incl English, Li				22500 1	19383 6		19000 2		16400 1
VISUAL & PERFORMING ARTS					19113 3	22000 1	16000 1		
HUMANITIES - OTHER				19575 1			25000 1		
CRIMINAL JUSTICE						16851 2	17750 2		
HISTORY		21000 1			17200 1	21000 3	15500 1		
POLITICAL SCIENCE/GOVT		20800 1				21044 5	17688 3		

AVERAGE SALARY OFFERS JULY 1989 SCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 6/5/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	OTHER SERVICE	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
PSYCHOLOGY		15600 1			24000 1	18547 4	12600 1	15300 2	12000 1
SOCIOLOGY					11752 1	19500 1	13750 1		
SOCIAL SCIENCES-OTHER							18150 2		16000 2
AEROSPACE & AERONAUTICAL						24843 4			
AGRICULTURAL					28565 1	22867 3			
CHEMICAL	27750 2		31200 1			24383 3	25752 1		
CIVIL	30000 1	20400 1	25200 2			24995 6	23455 16		
COMPUTER			30000 1			27333 3	22000 1		24000 1
ELECTRICAL/ELECTRONIC	29499 2		30600 25 34000/28000	27500 1		25234 61 31400/24342	28844 3		
INDUSTRIAL			30480 5			25049 14	21372 1		
MECHANICAL			30127 10	30720 2		26215 23 31200/24342	19363 2		36000 2
METALLURGICAL						32280 2		30600 1	
ENGINEERING TECHNOLOGY		24632 2	22682 5	24650 2	17855 1				
INDUSTRIAL TECHNOLOGY		26950 2				20208 1			
PLANT SCIENCES						18500 1			
OTHER AGRICULTURAL SCIENC				18000 1		15118 1	19500 1	12272 1	
COMPUTER SCIENCE	26850 4		26575 5	18000 1	15250 2	22672 3	18205 4		
COMPUTER PROGRAMMING			28100 1		22718 2				
INFORMATION SCIENCES & SY				24000 2		25243 1	27000 1	25000 3	
ALLIED HEALTH							15600 1	26667 3	19027 3
HEALTH SCIENCES						21000 1		27125 4	25225 2
NURSING								23180 37 35000/18000	
PHARMACY								29748 21 37000/24900	38250 2

AVERAGE SALARY OFFERS JULY 1989 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 6/5/89

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	OTHER SERVICE	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
BIOLOGICAL					19230 1	19938 2			
CHEMISTRY							20000 1		
MATHEMATICS			27300 1		17450 1	22780 8			
PHYSICS						15783 1			

AVERAGE SALARY OFFERS JULY 1989 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 6/5/89 90th: 22080 / 10th: 18330 PART 4 - PAGE 1

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
ACCOUNTING					22433 3			27715 4	26104 8
BUSINESS ADMIN (INCL MGMT			15000 1				19600 2		23753 4
ECONOM & FINANCE (BANKING					25000 3	22000 1	28800 1	21750 4	26436 5
HUMAN RSRCS (incl LABOR R						20500 1			
MANAGEMENT INFO SYSTEMS									26850 4
MARKETING/MARK MGMT (RESR								24250 4	24416 20 28200/22200
ADVERTISING									23300 2
COMMUNICATIONS								20000 1	21500 2
TELECOMMUN/BROADCASTING			19426 1		19448 1				
SPECIAL EDUCATION			17000 1						
HUMAN ECOLOGY (HOME ECONO			14873 2						
TEXTILES & CLOTHING									25000 1
FOREIGN LANGUAGES							33000 1		
LETTERS (ncl English, Li		10000 1		19110 2			21000 1	17000 1	16640 1
HUMANITIES - OTHER				13000 1					
HISTORY								25000 1	
PSYCHOLOGY			12833 3	18000 1					19000 1
SOCIOLOGY			15600 2						
SOCIAL SCIENCES-OTHER			12220 2					33500 1	18000 1
AEROSPACE & AERONAUTICAL					30241 41 31800/29400		30000 1		
AGRICULTURAL						26333 3			
CHEMICAL						31000 1	30900 1	28000 1	33122 108 35580/32000
CIVIL							30667 3	28335 16	31535 1

AVERAGE SALARY OFFERS JULY 1989 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 6/5/89 90th: 22080 / 10th: 18330 PART 4 - PAGE 2

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
COMPUTER					29205 5			32100 1	32100 1
ELECTRICAL/ELECTRONIC					29561 23 31800/29120		30833 6	29900 3	32128 19
INDUSTRIAL					29595 3		27167 8		31448 5
MECHANICAL					30110 74 32100/29000		29515 26 38400/26400	29943 17	32023 50 36600/30000
METALLURGICAL									31200 2
NUCLEAR									32000 1
TEXTILE									29600 5
ENGINEERING TECHNOLOGY					24700 3	29000 1	25067 6	25700 5	30600 2
INDUSTRIAL TECHNOLOGY							26950 2	23498 2	
AGRIBUSINESS						22667 3			
ANIMAL SCIENCES						17500 2			
OTHER AGRICULTURAL SCIENC						21650 8			
COMPUTER SCIENCE					27656 5		30600 1	20160 1	27773 9
COMPUTER PROGRAMMING									31740 2
INFORMATION SCIENCES & SY					27150 2		29000 1		
HEALTH SCIENCES				10880 1					
ARCHITECTURAL & ENVIRONME						20000 1		25900 6	
CHEMISTRY				20000 1					29109 9
MATHEMATICS				26000 1			33600 2		
OTHER PHYSICAL & EARTH SC									28000 1

AVERAGE SALARY OFFERS JULY 1989 SCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 6/5/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	COMPUTER & BUS		ELECTR & ELECT		FOOD & BEVERAG		HOUSEHOLD & PE		METALS & METAL		MINING		PACKAGING & AL		PAPER & WOOD P		PETROLEUM & AL	
ACCOUNTING	20800	2	25750	2	22000	1	20000	1	24500	1			28000	1	24400	5	27040	5
BUSINESS ADMIN (INCL MGMT	24620	5	20760	5	22475	4	23950	2					24000	2	21333	3	27600	1
ECONOM & FINANCE (BANKING	25290	5	27500	5	25750	2	28000	3					25000	1	21000	2	25920	5
HUMAN RSRCS (incl LABOR R							18000	1							27667	3	25000	2
MANAGEMENT INFO SYSTEMS	28000	1																
MARKETING/MARK MGMT (RESR	20100	4	21760	5	22665	15	24442	5	29500	1					26425	4	24100	7
COMMUNICATIONS			25000	2														
JOURNALISM					25000	1												
TELECOMMUN/BROADCASTING					17000	1									25500	1		
FOREIGN LANGUAGES	17150	2			30600	1	18000	1										
LETTERS (incl English, Li	24000	1																
HISTORY															24000	1	28750	1
POLITICAL SCIENCE/GOVT															27500	1		
PSYCHOLOGY									18000	1								
AGRICULTURAL					19500	1												
CHEMICAL			31380	2					32000	2			33500	1	32953	15	33336	12
CIVIL									29800	2							32133	6
COMPUTER	30534	9	29507	9											34500	1	33000	2
ELECTRICAL/ELECTRONIC	31343	19	30672 67 34560/28740						31590	10			36000	1	32346	15	33047	6
INDUSTRIAL	27660	5	28650	10	32000	1			28921	5								
MECHANICAL	31636	4	30535 32 33600/29400		39156	1	26000	1	29994	18					32155 22 34300/30600		32475	17
METALLURGICAL			30600	1					29200	5								
PETROLEUM																	36600	1

AVERAGE SALARY OFFERS JULY 1989 SCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 6/5/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
TEXTILE								27000 1	
ENGINEERING TECHNOLOGY	28386 8	27000 5			25133 3				25875 2
INDUSTRIAL TECHNOLOGY	23000 1	16000 1	28080 1					25000 1	
AGRIBUSINESS			30000 1						
OTHER AGRICULTURAL SCIENC			18720 1					15000 1	
COMPUTER SCIENCE	30214 23 38600/26400	28268 8			28800 1			23500 1	30940 5
COMPUTER PROGRAMMING	33000 1								
INFORMATION SCIENCES & SY	29113 8	30800 3	31000 1						
SYSTEMS ANALYSIS		30300 1							
CHEMISTRY									30000 1
GEOLOGY & GEOLOGICAL SCI			25000 1						
MATHEMATICS	28000 2	25358 3	29200 1						

AVERAGE SALARY OFFERS JULY 1989 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 6/5/89

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	PRINTING		RUBBER PRODUCT		SCIENTIFIC & I		STONE, CLAY, G		TEXTILES & APP		WIDELY DIVERSI	
ACCOUNTING	20000	1	26700	2					20540	5	22500	1
BUSINESS ADMIN (INCL MGMT									23765	16	20250	2
ECONOM & FINANCE (BANKING					20000	1	26800	3	24050	3		
HUMAN RSRCS (incl LABOR R			21000	1					22708	5		
MARKETING/MARK MGMT (RESR									21167	3	22667	3
ADVERTISING											12500	1
COMMUNICATIONS			18000	1			24000	1	20500	1		
JOURNALISM									25000	1		
ELEMENTARY EDUCATION							23000	1				
TEXTILES & CLOTHING									24100	5		
FOREIGN LANGUAGES	18000	1										
LETTERS (incl English, Li									24020	2		
POLITICAL SCIENCE/GOVT					25000	1			24000	1		
PSYCHOLOGY									24200	1		
SOCIAL SCIENCES-OTHER									21500	1		
AEROSPACE & AERONAUTICAL									23000	1		
CHEMICAL			33480	5					33527	6	33960	6
CIVIL					24000	1	25200	5	33500	1	29675	4
COMPUTER									27500	1		
ELECTRICAL/ELECTRONIC			31950	2			31800	2	31825	8	29670	4
INDUSTRIAL									26944	10	28800	4
MECHANICAL			31500	2	28000	1	30800	2	31826	19	30840	8
METALLURGICAL							29733	3				

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI
TEXTILE					26362 39 34000/24000	
ENGINEERING TECHNOLOGY				24000 2	27300 4	27000 1
INDUSTRIAL TECHNOLOGY		21000 1			24733 3	
COMPUTER SCIENCE					31000 2	
COMPUTER PROGRAMMING	18460 1				31000 1	
INFORMATION SCIENCES & SY					23500 1	
BIOLOGICAL					26500 1	
MATHEMATICS			27000 1			
PHYSICS						20500 1

AVERAGE SALARY OFFERS JULY 1989 SCPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 6/5/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	FINANCE
BACHELOR - NON TECHNICAL	26011 597 35200/22500	19667 6	14500 2	20570 182 32000/18000	21014 14	20595 15	22710 35 32300/18000	26633 24 36000/24000	19940 36 30000/15000
BACHELOR - TECHNICAL	28940 25 31500/27000		24562 13	24775 8		31050 14	26998 57 32450/23000	28070 42 41500/25000	23247 5

CURRICULUM	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING	REAL ESTATE
BACHELOR - NON TECHNICAL	19111 9	20042 12	22734 82 32000/18000	22500 4	19282 234 28600/16640	21482 9		19401 14	19327 14
BACHELOR - TECHNICAL	40000 1	23000 1	23261 9	26500 1	37029 48 43500/22000	28000 1	19000 1	35360 1	

CURRICULUM	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	OTHER SERVICE	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
BACHELOR - NON TECHNICAL		21599 28 33400/15600	24133 11	18738 24 28000/13500	19626 105 27000/15299	20159 48 27000/16851	19133 54 25000/16000	19514 7	15742 12
BACHELOR - TECHNICAL	27989 9	24713 5	29142 56 34000/25200	24693 9	19879 8	24902 138 33840/19654	22643 32 33000/18726	25553 70 40000/18500	28003 10

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
BACHELOR - NON TECHNICAL		10000 1	14609 12	17305 4	23107 7	21250 2	24400 5	24398 16	24490 49 31000/20000
BACHELOR - TECHNICAL				18960 3	29804 156 33000/28000	22905 19	29013 57 38400/24000	28139 52 39996/24000	32171 215 38040/29000

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
BACHELOR - NON TECHNICAL	22893 20 31500/15600	23768 19	23039 25 30600/17900	23854 13	24000 3		25250 4	24685 20 30000/20000	25707 21 29200/24000
BACHELOR - TECHNICAL	30026 80 41000/25000	29954 142 34560/26400	28073 9	26000 1	29874 46 35500/27600		34750 2	31788 57 34900/28800	32351 52 36600/29600

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI
BACHELOR - NON TECHNICAL	19000 2	23100 4	22500 2	25480 5	23088 44 27300/21000	21500 7
BACHELOR - TECHNICAL	18460 1	31530 10	26333 3	27743 14	28540 97 37760/24000	30377 28 34800/27000

AVERAGE SALARY OFFERS JULY 1989 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 6/5/89 90th: 22080 / 10th: 18330 PART 1 - PAGE 1

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
ACCOUNTING	25652 554 35200/22000	21464 93 29200/16392	19598 5	14200 1					23667 3
BUSINESS ADMIN (INCL MGMT	22750 2	21000 1	20604 21 23000/17500	19500 2	23250 2				21000 3
ECONOM & FINANCE (BANKING	26500 14	24650 10	20278 54 26000/18500	21247 17	21667 3		34000 1	20500 2	23102 42 30000/16000
HUMAN RSRCS (incl LABOR R			23000 1						
MARKETING/MARK MGMT (RESR	28000 1		18349 6	20026 2	19000 2				25667 3
ADVERTISING		21000 1							
COMMUNICATIONS			21200 1						
JOURNALISM								20000 1	
HUMAN ECOLOGY (HOME ECONO				18300 1					
FOREIGN LANGUAGES	22800 1		20000 1						19600 1
LETTERS (incl English, Li			17050 2					15600 1	
HUMANITIES - OTHER			21000 2						
HISTORY			23000 3						
POLITICAL SCIENCE/GOVT			20333 3		30000 1				
PSYCHOLOGY			19667 3						
SOCIOLOGY			18500 2	14400 2					
SOCIAL SCIENCES-OTHER		19800 1	18500 5						
AEROSPACE & AERONAUTICAL			18200 1						
CHEMICAL						34200 1			
INDUSTRIAL	24000 1								
COMPUTER SCIENCE	27000 1								17000 1
MATHEMATICS									27267 3

AVERAGE SALARY OFFERS JULY 1989 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 6/5/89

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	MARKET RESEARC	SALES	DESIGN/GRAPHIC	MEDIA PLANNING
ACCOUNTING		18500 1					23150 4		
BUSINESS ADMIN (INCL MGMT	20750 2	23383 6	18000 1	21562 5	19588 8	20000 1	20428 40 30000/15000		19000 1
ECONOM & FINANCE (BANKING	26346 13	23898 8		26250 2	18025 4	22500 1	21793 34 30000/16900		
HUMAN RSRCS (incl LABOR R		22000 2			18000 1		22667 12		
MANAGEMENT INFO SYSTEMS							17250 2		
MARKETING/MARK MGMT (RESR	22000 1	25000 4	22900 2	22270 10	20333 6	24475 4	21521 108 30000/16000		
REAL ESTATE		25000 1					19000 1		
ADVERTISING			19600 3		15600 1		20363 8		17000 1
COMMUNICATIONS		12000 1	15600 1	19500 2		18100 2	21392 12		
JOURNALISM			18000 1				21100 5		
TELECOMMUN/BROADCASTING							21250 2		
ELEMENTARY EDUCATION							24000 2		
TEXTILES & CLOTHING				23000 2	16000 1		25200 1	18000 1	
MERCHANDISING MANAGEMENT					18750 2		22000 1		
FOREIGN LANGUAGES		24000 1			15000 1		19200 4		
LETTERS (incl English, Li							18500 3		
VISUAL & PERFORMING ARTS							17000 2	15750 2	
HUMANITIES - OTHER									16288 2
CRIMINAL JUSTICE		20000 1							
HISTORY					19000 1		24000 2		
POLITICAL SCIENCE/GOVT	20000 1	22360 1		18500 1			25750 2	25000 1	
PSYCHOLOGY		24000 1		18000 1	19000 1		17833 3		
SOCIOLOGY							21500 2		

AVERAGE SALARY OFFERS JULY 1989 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 6/5/89 90th: 22080 / 10th: 18330 PART 2 - PAGE 2

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	MARKET RESEARC	SALES	DESIGN/GRAPHIC	MEDIA PLANNING
SOCIAL SCIENCES-OTHER							27500 2		
CHEMICAL				33600 1			31320 6		
CIVIL							27000 1	25789 3	
COMPUTER							31044 1	28000 1	
ELECTRICAL/ELECTRONIC				33000 2		31830 2	28767 3		
INDUSTRIAL							28500 4		
MECHANICAL					29100 1	30996 1	28939 10	32300 2	
TEXTILE		22000 1		24000 1			25600 5		
ENGINEERING TECHNOLOGY				24000 1			23333 3		
INDUSTRIAL TECHNOLOGY							16000 1		
AGRIBUSINESS							20000 2		
ANIMAL SCIENCES							20000 1		
INFORMATION SCIENCES & SY		25000 1					21300 2		
BIOLOGICAL	25000 1						19250 2		
CHEMISTRY							28775 4		
GEOLOGY & GEOLOGICAL SCI							25000 1		
MATHEMATICS		19500 1					32000 1		
OTHER PHYSICAL & EARTH SC	25000 1								

AVERAGE SALARY OFFERS JULY 1989 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 6/5/89 90th: 22080 / 10th: 18330 PART 3 - PAGE 1

CURRICULUM	ON-AIR REPORTI	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT	EXECUTIVE, LEG	FINANC,TAXA, M	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY
ACCOUNTING					25000 1	20047 10			22000 1
BUSINESS ADMIN (INCL MGMT		26750 2	20250 2		19750 2				17867 3
ECONOM & FINANCE (BANKING						23764 7	21500 2		24000 1
HUMAN RSRCS (incl LABOR R		21938 1							
MARKETING/MARK MGMT (RESR					15750 2				
ADVERTISING			16120 1						
COMMUNICATIONS			20250 2	15600 1					
JOURNALISM				15050 2					
TELECOMMUN/BROADCASTING		28000 1	16213 2						
FOREIGN LANGUAGES									21500 2
LETTERS (incl English, Li			15603 6	18545 8	16000 1			22000 1	
VISUAL & PERFORMING ARTS					16000 1				22000 1
HUMANITIES - OTHER					25000 1				
CRIMINAL JUSTICE								16851 2	
HISTORY									21000 3
POLITICAL SCIENCE/GOVT					15032 2			18726 1	22333 3
PSYCHOLOGY		24200 1							22000 1
SOCIOLOGY								11752 1	
SOCIAL SCIENCES-OTHER				18000 1					
AGRICULTURAL							18800 1		
CIVIL									20000 1
ELECTRICAL/ELECTRONIC									28000 1
MECHANICAL		32000 1							

AVERAGE SALARY OFFERS JULY 1989 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 6/5/89 90th: 22080 / 10th: 18330 PART 3 - PAGE 2

CURRICULUM	ON-AIR REPORTI	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT	EXECUTIVE, LEG	FINANC,TAXA, M	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY
INDUSTRIAL TECHNOLOGY									20208 1
HEALTH SCIENCES									21000 1
BIOLOGICAL									21876 1
CHEMISTRY								20000 1	
MATHEMATICS						29800 2			
PHYSICS									20500 1

AVERAGE SALARY OFFERS JULY 1989 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 6/5/89

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	NATIONAL SECUR	URBAN / REGION	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/
ACCOUNTING			24000 1						
BUSINESS ADMIN (INCL MGMT			19900 5						
ECONOM & FINANCE (BANKING								30000 1	
MARKETING/MARK MGMT (RESR			24000 1						
SPECIAL EDUCATION				17000 1					
HUMAN ECOLOGY (HOME ECONO				16114 1		13632 1			
FOREIGN LANGUAGES						16600 1			
CRIMINAL JUSTICE			19000 1			16500 1			
PSYCHOLOGY			17579 3	15033 3		13033 3			
SOCIOLOGY				15600 2		16625 2			
SOCIAL SCIENCES-OTHER				11440 1		16167 3			
AEROSPACE & AERONAUTICAL								30238 17	
AGRICULTURAL							26500 1	22900 2	
CHEMICAL								34680 1	30184 3
CIVIL								26371 51 38400/21372	26497 7
COMPUTER								28333 3	
ELECTRICAL/ELECTRONIC								29959 24 36000/29000	
INDUSTRIAL				28700 1				28754 5	
MECHANICAL								29573 72 33996/26000	
METALLURGICAL	31200 1								
TEXTILE								26440 5	
ENGINEERING TECHNOLOGY								26600 14	
ALLIED HEALTH			11000 1	15600 1					

AVERAGE SALARY OFFERS JULY 1989 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 6/5/89

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	NATIONAL SECUR	URBAN / REGION	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/
HEALTH SCIENCES			10880 1						
ARCHITECTURAL & ENVIRONME								25880 5	
MATHEMATICS			23866 1				24600 1		

AVERAGE SALARY OFFERS JULY 1989 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 6/5/89

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	MANUFACTURING/	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	OTHER ENGINEER
BUSINESS ADMIN (INCL MGMT	23825 4	25050 2							
ECONOM & FINANCE (BANKING		24733 3				17400 1			
HUMAN RSRCS (incl LABOR R	22933 3							28000 1	
MANAGEMENT INFO SYSTEMS		25250 2							
TELECOMMUN/BROADCASTING							19448 1		
TEXTILES & CLOTHING	25667 3								
AEROSPACE & AERONAUTICAL	24790 2		30134 10				29948 5		29544 12
AGRICULTURAL	29000 1		25000 1			28565 1		19500 1	
CHEMICAL	32298 27 37760/31680	33100 1				32889 29 35400/32000	32984 5	33326 69 35580/32160	32718 23 33420/31800
CIVIL	26106 7			27600 1			26300 1	29867 3	32250 2
COMPUTER	32100 1	29986 9	30744 1	29855 8	30700 2	33800 1		32100 1	
ELECTRICAL/ELECTRONIC	31409 45 34995/30000	28080 10	29279 40 34000/25343	30056 10	31563 12	28658 34 34800/25000	27432 16	29200 55 34800/24342	30621 29 38040/27268
INDUSTRIAL	28110 45 35500/25000					25000 1	30000 1	25469 14	29730 6
MECHANICAL	30600 74 39156/28440		29523 7		29083 6	30369 22 33400/29400	24947 3	31194 86 38400/27500	31115 56 39996/29400
METALLURGICAL	29143 7					31290 4		31500 2	
NUCLEAR						32000 1			
PETROLEUM	36600 1								
TEXTILE						29000 1	24500 2	31480 5	
ENGINEERING TECHNOLOGY	27285 14	25000 1			29475 2	27800 3	17855 1	25586 10	30558 5
INDUSTRIAL TECHNOLOGY	25040 7								26448 2
AGRIBUSINESS						30000 1			
OTHER AGRICULTURAL SCIENC							19700 1		
COMPUTER SCIENCE		31820 4		28300 4					29600 2

AVERAGE SALARY OFFERS JULY 1989 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 6/5/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	MANUFACTURING/	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	OTHER ENGINEER
COMPUTER PROGRAMMING		29329 7							
INFORMATION SCIENCES & SY		27967 3		33000 1					
SYSTEMS ANALYSIS		30300 1							
CHEMISTRY						27016 5	28200 1		
MATHEMATICS		25150 2						29500 1	
PHYSICS		26000 1		15783 1					
OTHER PHYSICAL & EARTH SC						28000 1			

AVERAGE SALARY OFFERS JULY 1989 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 6/5/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA
ACCOUNTING							27000 3	30000 2	21186 7
BUSINESS ADMIN (INCL MGMT			26000 1				24125 4	17167 3	21273 63 31500/17900
DISTRIBUTION MANAGEMENT									16750 2
ECONOM & FINANCE (BANKING	24300 2	29500 1					27139 18	23000 2	20690 44 32000/18500
HOTEL/RESTAURANT MGMT									19500 4
HUMAN RSRCS (incl LABOR R	26000 1				20500 1		23000 1	23500 4	20767 12
MANAGEMENT INFO SYSTEMS	24275 8	25725 12	25650 2				29583 30 33500/29000		18500 1
MARKETING/MARK MGMT (RESR	15798 1						27500 1	20430 4	19810 45 30000/18000
ADVERTISING									17467 3
COMMUNICATIONS									19847 17
SPECIAL EDUCATION									16640 1
HUMAN ECOLOGY (HOME ECONO					18500 1				15200 2
TEXTILES & CLOTHING									20050 4
MERCHANDISING MANAGEMENT									19420 10
FOREIGN LANGUAGES	24600 1							33000 1	21558 6
LETTERS (incl English, Li									21334 7
HUMANITIES - OTHER							31550 2		17340 2
HISTORY		28750 1						25000 1	20400 5
POLITICAL SCIENCE/GOVT	23000 1							19493 1	19470 10
PSYCHOLOGY								16800 2	19432 8
SOCIOLOGY									19117 6
SOCIAL SCIENCES-OTHER									18767 3
AEROSPACE & AERONAUTICAL									23000 1

AVERAGE SALARY OFFERS JULY 1989 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 6/5/89 90th: 22080 / 10th: 18330 PART 6 - PAGE 2

CURRICULUM	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA
AGRICULTURAL									29000 1
CHEMICAL									22800 1
CIVIL		33500 1							
COMPUTER	27921 10	30000 1	31000 2				31313 8		
ELECTRICAL/ELECTRONIC			30075 4	29500 1	29640 1		32250 2		27500 2
INDUSTRIAL							29724 15		
MECHANICAL							28000 3		31200 2
TEXTILE									26288 26 33500/24000
ENGINEERING TECHNOLOGY	23360 5	19190 1	18720 1	26600 1				25200 2	
INDUSTRIAL TECHNOLOGY			23000 1						24967 3
AGRIBUSINESS					30000 2				25000 1
ANIMAL SCIENCES									15000 1
PLANT SCIENCES					18500 1				23000 1
OTHER AGRICULTURAL SCIENC					19440 11				26000 1
COMPUTER SCIENCE	26028 75 38600/19000	29200 5	28179 21 32500/25000				27929 7		
COMPUTER PROGRAMMING	26612 18		30000 1				24750 2		
INFORMATION SCIENCES & SY	29144 9	26342 12	25714 3						
SYSTEMS ANALYSIS			31000 1				31250 2		
HEALTH SCIENCES								26000 1	
ARCHITECTURAL & ENVIRONME					20000 1	17333 3			26000 1
CHEMISTRY					33600 1				
MATHEMATICS	24525 3	24300 2		25975 1			25000 1		

AVERAGE SALARY OFFERS JULY 1989 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 6/5/89 90th: 22080 / 10th: 18330 PART 7 - PAGE 1

CURRICULUM	MATH/STATISTIC	NURSES / PERSO	OTHER HEALTH R	PARALEGAL	PERFORMING ART	RESEARCHERS NO	RESEARCHERS -	TEACHING
BUSINESS ADMIN (INCL MGMT			32146 1	21000 1				27000 1
ECONOM & FINANCE (BANKING	16500 1							
JOURNALISM								18000 1
ELEMENTARY EDUCATION								19765 76 26600/17000
PRE-ELEMENTARY EDUCATION								19773 1
PHYSICAL EDUCATION								20500 2
SPECIAL EDUCATION								20833 8
HUMAN ECOLOGY (HOME ECONO								20000 1
FOREIGN LANGUAGES								18150 3
LETTERS (incl English, Li								20560 5
VISUAL & PERFORMING ARTS								19113 3
HISTORY				16000 1				17200 1
POLITICAL SCIENCE/GOVT				26500 2				
PSYCHOLOGY			13500 2					21000 2
SOCIAL SCIENCES-OTHER			13500 1					
OTHER AGRICULTURAL SCIENC			12272 1					
COMPUTER SCIENCE								12500 1
ALLIED HEALTH			25216 5					
HEALTH SCIENCES		40000 1	23238 4					
NURSING		23180 37 35000/18000						
PHARMACY			36945 62 43500/27664					
BIOLOGICAL			18000 1					19230 1
MATHEMATICS	23297 8							17450 1

AVERAGE SALARY OFFERS JULY 1989 SCPA REGIONAL CUMULATIVE REPORT

BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 6/5/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
BACHELOR - NON TECHNICAL	25661 572 35200/22000	21740 106 29200/16872	20134 109 26000/18000	20062 25 30000/15996	22438 8		34000 1	19150 4	23094 52 30000/18000
BACHELOR - TECHNICAL	25500 2		18200 1			34200 1			24700 4

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	MARKET RESEARC	SALES	DESIGN/GRAPHIC	MEDIA PLANNING
BACHELOR - NON TECHNICAL	25059 17	23013 27 30000/20000	19525 8	21935 23 32000/18000	18881 26 29500/15600	22075 8	21351 252 33500/16000	18625 4	17144 4
BACHELOR - TECHNICAL	25000 2	22167 3		29520 5	29100 1	31552 3	26869 47 33420/22000	28328 6	

CURRICULUM	ON-AIR REPORTI	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT	EXECUTIVE, LEG	FINANC,TAXA, M	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY
BACHELOR - NON TECHNICAL		25528 5	17167 13	17671 12	18306 10	21578 17	21500 2	17236 5	21107 15
BACHELOR - TECHNICAL		32000 1				29800 2	18800 1	20000 1	21931 6

CURRICULUM	NATIONAL SECUR	URBAN / REGION	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/
BACHELOR - NON TECHNICAL			19931 11	15107 8		15235 11		30000 1	
BACHELOR - TECHNICAL	31200 1		15249 3	22150 2			25550 2	28394 199 38400/22458	27603 10

CURRICULUM	MANUFACTURING/	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	OTHER ENGINEER
BACHELOR - NON TECHNICAL	24110 10	24971 7				17400 1	19448 1	28000 1	
BACHELOR - TECHNICAL	29896 231 39156/25000	29022 39 34600/24342	29405 59 34000/25343	29159 25 34500/25500	30619 22 35000/28950	30253 104 35400/25300	27763 36 34800/25000	30736 247 38400/24342	30987 137 39996/28440

CURRICULUM	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA
BACHELOR - NON TECHNICAL	23728 14	26211 14	25767 3		19500 2		28256 59 36000/24000	22216 20 33000/15600	20295 262 32000/17500
BACHELOR - TECHNICAL	26358 120 41000/19000	26972 22 33500/24000	28057 34 33300/24000	27358 3	22093 17	17333 3	29434 40 41500/25500	25467 3	25990 41 33500/23000

CURRICULUM	MATH/STATISTIC	NURSES / PERSO	OTHER HEALTH R	PARALEGAL	PERFORMING ART	RESEARCHERS NO	RESEARCHERS -	TEACHING
BACHELOR - NON TECHNICAL	16500 1		18162 4	22500 4				19888 104 27000/17200
BACHELOR - TECHNICAL	23297 8	23622 38 40000/18000	34793 73 43500/24900					16393 3

AVERAGE SALARY OFFERS JULY 1989 SCPA REGIONAL CUMULATIVE REPORT

BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 6/5/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	FINANCE
MBA--NON-TECH	34137 19	23000 1		31965 23 55000/27000	34400 5	39000 1	24000 1	32418 11	28050 6
MBA--TECH	30000 1			42500 4		32500 1	32367 3	40140 5	40667 3

CURRICULUM	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING	REAL ESTATE
MBA--NON-TECH	35833 3	33000 4	42500 1	59333 3	29638 8				40000 3
MBA--TECH	31500 2								

CURRICULUM	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	OTHER SERVICE	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
MBA--NON-TECH		35675 4			19200 1				31333 3
MBA--TECH		32000 2	39000 1						

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
MBA--NON-TECH					35500 2	28000 1	37120 5	32000 2	41000 4
MBA--TECH					29900 1		40140 3		57500 2

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
MBA--NON-TECH	39966 2	35429 7	30000 3				29000 1	33800 5	34260 5
MBA--TECH	34625 4	35000 1							

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI
MBA--NON-TECH		32500 1		36400 2	31625 4	40000 1
MBA--TECH	34000 1	32500 1				